



CANNON BUILDING
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STATE OF DELAWARE
DEPARTMENT OF STATE

DIVISION OF PROFESSIONAL REGULATION

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PUBLIC MEETING MINUTES:	REAL ESTATE EDUCATION COMMITTEE
MEETING DATE AND TIME:	Thursday, February 4, 2010 at 9:30 a.m.
PLACE:	861 Silver Lake Boulevard, Dover, Delaware Conference Room A
MINUTES APPROVED	March 4, 2010

MEMBERS PRESENT

Larry Tims, New Castle County, Professional Member, Chairperson, Presiding
Dick Brogan, Kent County, Professional Member
Michael L. McGavisk, New Castle County, Professional Member
Tim Riale, Sussex County, Professional Member
Karen Hamilton, Sussex County, Professional Member
Dee Hake DeMolen, Kent County, Professional Member
Geri Parisi, New Castle County, Professional Member
Frani Melda, Kent County, Professional Member
Barbara Mitchell, Sussex County, Public Member

MEMBERS ABSENT

Roger Truemper, Esquire, New Castle County, Public Member, Vice Chairperson
Susan Mills, Sussex County, Professional Member

DIVISION STAFF

Shauna Slaughter, Administrative Specialist II

ALSO PRESENT

Vincent White, DREC Commissioner
Karen Alleva, NCCBOR

CALL TO ORDER

Mr. Tims called the meeting to order at 9:41 a.m.

REVIEW OF MINUTES

A motion was made by Ms. Hamilton, seconded by Mr. McGavisk, to approve the January 7, 2010 minutes as presented. Motion unanimously carried.

UNFINISHED BUSINESS

Continue CE Audit Review

The Committee discussed two licensees who were audited in September and were allowed additional time to provide certificates of completion for the Salesperson Core Course. The licensees did not provide the required certificates within the allotted time. Mr. McGavisk made a motion, seconded by Mr. Melda, to refer these licensees to the Real Estate Commission for rule to show cause hearings. Motion unanimously carried.

NEW BUSINESS

Review of Letters of Intent and Course Evaluations

A motion was made by Ms. Parisi, seconded by Mr. Melda, to accept all letters of intent and course evaluations as submitted. Motion unanimously carried.

Review of Course Provider Applications

A motion was made by Mr. McGavisk, seconded by Ms. Mitchell, to recommend to the Real Estate Commission approval or denial of the following items as noted below. Motion unanimously carried.

Course Provider: New Castle County Board of Realtors

Course Title:	The Historic Home	Approved as Professional Enhancement
Credit Hours:	3	
Course Title:	Delaware Brokers Course	Denied
Credit Hours:	9 (Elective CE)	
Course Title:	The Truth about Mold	Approved
Credit Hours:	3	
Course Title:	The Magical World of Mortgages	Approved
Credit Hours:	3	
Course Title:	Hot Topics in Real Estate	Approved
Credit Hours:	3	
Course Title:	"Must Know Issues for 2010" (Navigating Troubled Waters)	Approved with a title change to: "Must Know Issues" (Navigating Troubled Waters)
Credit Hours:	3	
Course Title:	Real Estate Contracts	Approved
Credit Hours:	3	

Course Provider: Delaware School of Real Estate

Course Title:	Achieving Settlement by Minimizing Obstacles	Approved
Credit Hours:	3	

Course Provider: Sussex County Association of Realtors

Course Title:	The Road to Success I	Approved
Credit Hours:	3	
Course Title:	The Road to Success II	Approved
Credit Hours:	3	
Course Title:	Legislative Update: Contract Law for Rental Agents	Approved
Credit Hours:	3	

Course Provider: Kent County Association of Realtors

Course Title:	Professionalism in Real Estate Practice	Approved
Credit Hours:	3	
Course Title:	Short Sales and Foreclosures: What Real Estate Professionals Need to Know	Approved
Credit Hours:	7	
Course Title:	Broker's Core Course	Approved

Credit Hours:	6	
Course Provider:	<u>Ward & Taylor LLC</u>	
Course Title:	Must Know Issues for 2010 (Navigating Troubled Waters)	Approved with a title change to: "Must Know Issues" (Navigating Troubled Waters)
Credit Hours:	3	
Course Provider:	<u>Omega Real Estate School</u>	
Course Title:	Stress Management/The Ups and Downs of the Real Estate Market	Approved
Credit Hours:	3	
Course Title:	Using Green to Market to Buyers and Sellers	Approved
Credit Hours:	3	
Course Provider:	<u>Real Estate Learning Annex</u>	
Course Title:	Foreclosure Intervention Training for Real Estate Professionals	Approved
Credit Hours:	3	
Course Provider:	<u>Keller Williams Realty – Greater Newark</u>	
Course Title:	Social Media and How to Use it with Real Estate	Approved
Credit Hours:	3	
Course Provider:	<u>ProVest Realty Associates</u>	
Course Title:	Real Estate Concepts	Approved
Credit Hours:	3	

Review of Instructor Applications

A motion was made by Ms. Mitchell, seconded by Ms. Parisi, to recommend to the Real Estate Commission approval or denial of the following items as noted below. Motion unanimously carried.

Valerie DeFontes **Approved**

Continuing Education: Legislative Update

Gerald Proffitt **Approved**

Continuing Education: Legislative Update/Salesperson Core Course/Professional Enhancement:

DE vs. PA Transactions/ Disclosures/ DUCIOA/New Agency Law/Quirks in Real Estate/Short Sales & Foreclosures/Understanding the Agreement of Sale

Pre-Licensing: Real Estate Law

Charles C. K. Martin **Approved**

Continuing Education: Salesperson Core Course

Pre-Licensing: Real Estate Sales

Peter Kirsh **Approved**

Continuing Education: Salesperson Core Course/Broker Core Course/Professional Enhancement:

Short Sales/Foreclosures

Pre-Licensing: Real Estate Law

Broker's Course: Real Estate Documents/Legal and Governmental Aspects of Real Estate

Paul Hughes **Approved**

Continuing Education: Professional Enhancement: The Language of Green/The Green Home

Theresa Minichiello **Approved**

Continuing Education: Professional Enhancement: Home Staging

Candis Pressley-Blackwood **Approved**

Continuing Education: Salesperson Core Course/Professional Enhancement: Foreclosure Intervention Training

Pre-Licensing: Real Estate Sales
Joan Larrivee **Denied – Does not meet Education Requirements**
Continuing Education: Legislative Update
Carolyn Roland **Denied – Does not meet Education Requirements** Continuing Education:
Legislative Update
John Paul Kurth **Approved**
Continuing Education: Legislative Update
Alfred Johnson **Approved**
Continuing Education: Professional Enhancement: Fair Housing/Low-Income Housing Tax
Credit
Lisa Keil Cartwright **Approved**
Continuing Education: Professional Enhancement: Real Estate Documents/Ethics/Legal and
Governmental Aspects of Real Estate
Pre-Licensing: Real Estate Law
Ruth Vella **Approved**
Continuing Education: Legislative Update/Salesperson Core Course/Broker Core
Course/DREC Property Management Course/Professional Enhancement: Closing
Techniques/Using Single Family Homes for Investment/Getting the Transaction to
Settlement/ Nonverbal Sales Strategies & Effective Listening Techniques/Obtaining
and Retaining Listings/Agony & Ecstasy of Co-Broking/Ethics/NAR Ethics
Pre-Licensing Course: Orientation/Real Estate Sales
Broker's Course: Brokerage (Sales Management)/Real Estate Documents/Valuing Real
Property/Ethics/Legal and Governmental Aspects of Real Estate/Real Estate
Investment
Kismat Oza **Approved for Professional Enhancement Only**
Continuing Education: Salesperson Core Course/Professional Enhancement: Short
Sales/Agent
Etiquette/Ethics/Ethnic Diversity in Real Estate
Pre-Licensing Course: Orientation/Real Estate Sales
Mike McGavisk **Approved**
Continuing Education: Legislative Update/Salesperson Core Courses/ Broker Core
Courses/Property Management Courses/ Professional Enhancement: Leads
Generation/Sales Skills/Finance/Sales Contracts/Train the Trainer/ Ethics or
Professional Standards/Agency Relationships and Responsibilities
Pre-Licensing Course: Orientation/ Real Estate Mathematics/ Real Estate Sales
Broker's Course: Brokerage/Real Estate Documents/Valuing Real
Property/Financing/Ethics/Legal
and Governmental Aspects of Real Estate/Real Estate Investment/Mathematics

Review Student Requests for Approval of Educational Activity

There were no student requests for review.

Correspondence

Review Correspondence from TriState Realtors Commercial Alliance Regarding PA Mandatory CE

The Committee reviewed correspondence from TriState Realtors Commercial Alliance regarding whether the 14 hours of mandatory CE taken for Pennsylvania could be used towards the CE required for the Delaware license renewal, for those licensees who are licensed in both states. Mr. McGavisk made a motion, seconded by Ms. Hamilton, to allow 9 hours of elective credit for the 14 hours of mandatory CE taken for Pennsylvania. Motion unanimously carried.

Review Elaine Woerner's Resume for consideration of Appointment to the Education Committee to Fill a Future New Castle County Professional Member Vacancy

The Committee reviewed Elaine Woerner's resume which was submitted to be considered for appointment to the Education Committee as a New Castle County professional member. A motion was made by Mr. Riale, seconded by Ms. DeMolen, to recommend Elaine Woerner to the Real Estate Commission for appointment effective April 2010. Motion unanimously carried.

Review John Tarburton's Resume for Consideration of Appointment to the Education Committee to Fill a Future Sussex County Public Member Vacancy

The Committee reviewed John Tarburton's resume which was submitted to be considered for appointment to the Education Committee as a Sussex County public member. A motion was made by Mr. McGavisk, seconded by Ms. Hamilton, to recommend John Tarburton to the Real Estate Commission for appointment effective July 2010. Motion unanimously carried.

Other Business Before the Committee (for discussion only)

Mr. Tims advised the Committee that there was a Broker Core Course recently scheduled where the course provider had offered the course as a five hour course with no breaks. The course provider was contacted and advised that they were not able to offer the course that way and they needed to follow the outline that they submitted, and that was approved by the Real Estate Commission. The provider advised that they would modify the course to meet the requirements. The Education Committee also sent a member to monitor the course to ensure that it ran to the required time. After the course, the member reported back that the course did run in a manner that met the education requirements of the Delaware Real Estate Commission.

Mr. White addressed the Committee regarding the need to revamp the Broker's Core Course. Mr. White suggested some topics that he believes should be included in the revamped course. He also feels that the Committee should look at revamping the Broker's Pre-Licensing Course. Mr. White has volunteered to work with the Education Committee to get these courses updated. Mr. Brogan and Mr. Riale offered to work with Mr. White to get an updated version of these courses to present first to the Education Committee and then to the Real Estate Commission for review.

Mr. White asked the Committee to consider developing a core course to require instructors to take prior to teaching certain courses such as the Salesperson Core Course, or Broker Core Course. It would be like a "train the trainer" course. He believes that this would ensure consistency in the materials that are being taught.

Mr. White asked that the Education Committee consider making a proposal to the Real Estate Commission to allow Commissioners to receive continuing education credits for serving on the Commission. Mr. McGavisk advised that he will come up with a proposal to present to the Education Committee at the March meeting.

Mr. White asked if the Education Committee has started considering topics for Annual Seminar. Mr. McGavisk advised him that they usually start discussing Annual Seminar in June. Mr. White asked that the Committee consider Technology and Advertising as topics for seminar.

Mr. Riale expressed a concern regarding ethics. He advised that he has had several issues brought to his attention recently that were ethical issues. He would like to explore the option of adding an ethics requirement to the mandatory CE that is required for renewal.

Public Comment

There was no public comment.

Next Scheduled Meeting

The next meeting will be held on Thursday, March 4, 2010 at 9:30 a.m. in Conference Room A, second floor of the Cannon Building, 861 Silver Lake Boulevard, Dover, Delaware.

Adjournment

There being no further business, Mr. Melda made a motion, seconded by Ms. Hamilton, to adjourn the meeting. Motion unanimously carried. The meeting adjourned at 11:44 a.m.

Respectfully submitted,

A handwritten signature in black ink that reads "Shauna Slaughter". The signature is written in a cursive, flowing style.

Shauna Slaughter
Administrative Specialist II